



Denver International Airport

Gross Revenue Earned by Concessionaire

February 2023

Unaudited
Finance Accounts Receivable



SUMMARY

Major Category And Concourse		Monthly Sales \$	YOY Sales % Change	YTD Sales \$	YOY YTD % Change	Monthly Sales per Enplanement	Sales Per Enplanement % Change
GRAND TOTAL		\$40,519,100	21.5%	\$82,159,691	27.1%	\$22.18	5.6%
DUTY FREE							
	CONCOURSE A	\$146,533	13.8%	\$312,921	18.6%	\$0.20	-16.4%
	CONCOURSE B	\$88,828	46.0%	\$179,228	59.9%	\$0.08	38.5%
TOTAL - DUTY FREE		\$235,361	24.1%	\$492,149	30.9%	\$0.28	-5.8%
FOOD AND BEVERAGE							
	CONCOURSE A	\$5,904,450	39.2%	\$12,444,348	47.8%	\$8.21	5.5%
	CONCOURSE B	\$11,734,383	19.1%	\$23,809,607	25.4%	\$10.60	8.1%
	CONCOURSE C	\$8,653,763	17.2%	\$16,962,488	22.5%	\$10.69	8.5%
	TERMINAL	\$906,956	23.8%	\$1,820,862	27.5%		
	AIRPORTWIDE	\$20,921	103.8%	\$45,357	109.8%		
TOTAL - FOOD AND BEVERAGE		\$27,220,474	22.5%	\$55,082,663	29.0%	\$29.50	6.8%
PASSENGER SERVICES							
	CONCOURSE A	\$153,929	34.6%	\$362,766	52.4%	\$0.21	-2.7%
	CONCOURSE B	\$405,673	34.4%	\$777,867	39.0%	\$0.37	26.9%
	CONCOURSE C	\$167,400	745.0%	\$195,885	431.4%	\$0.21	689.3%
	TERMINAL	\$86,774	286.4%	\$174,586	274.2%		
TOTAL - PASSENGER SERVICES		\$813,776	77.5%	\$1,511,103	71.5%	\$0.79	46.0%
RETAIL							
	CONCOURSE A	\$2,030,535	-4.0%	\$4,502,350	4.3%	\$2.82	-29.2%
	CONCOURSE B	\$4,831,053	33.5%	\$9,804,535	40.4%	\$4.36	21.0%
	CONCOURSE C	\$2,944,086	23.9%	\$5,757,129	27.3%	\$3.64	13.1%
	TERMINAL	\$226,401	-10.7%	\$453,193	2.5%		
TOTAL - RETAIL		\$10,032,074	20.0%	\$20,517,207	26.1%	\$10.82	0.8%
AIRPORTWIDE SERVICES							
	TERMINAL	\$221,030	-5.3%	\$455,753	-4.6%		
	AIRPORTWIDE	\$1,996,385	6.3%	\$4,100,816	3.9%		
TOTAL - AIRPORTWIDE SERVICES		\$2,217,415	5.0%	\$4,556,569	3.0%		



DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
DUTY FREE - CONCOURSE A					
Dufry Shops	2,316	\$146,533	13.8%	\$312,921	18.6%
TOTAL DUTY FREE - CONCOURSE A	2,316	\$146,533	13.8%	\$312,921	18.6%
DUTY FREE - CONCOURSE B					
Dufry Shops	2,453	\$88,828	46.0%	\$179,228	59.9%
TOTAL DUTY FREE - CONCOURSE B	2,453	\$88,828	46.0%	\$179,228	59.9%
TOTAL DUTY FREE	4,768	\$235,361	24.1%	\$492,149	30.9%

* An N/A identifies concessions with no sales information for previous year current period. In addition large variances in YOY or YTD % may be attributed to a concession's partial year opening, closing or remodeling activities



DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
FOOD AND BEVERAGE - CONCOURSE A					
Ben & Jerry's / Caribou Coffee	1,232	\$278,533	21.2%	\$584,244	24.1%
Denver Central Market	4,090	\$228,744	-55.4%	\$678,922	-34.5%
Denver Chop House & Brewery	4,026	\$690,557	8.4%	\$1,416,536	12.2%
Dunkin' Donuts	317	\$114,974	-24.6%	\$268,963	-7.7%
Einstein Bros Bagels	406	\$291,829		\$611,679	
Elway's Taproom & Grill	4,681	\$191,377		\$376,684	
Freshens	338	\$168,758	-28.0%	\$387,060	-11.5%
KFC / Pizza Hut	638	\$186,101	68.1%	\$413,755	38.8%
McDonald's	1,142	\$716,119	0.1%	\$1,534,126	7.3%
Mercantile	3,995	\$935,709		\$1,863,398	
Mesa Verde Lounge	4,706	\$517,358	46.7%	\$1,034,079	55.7%
Novo Coffee	406	\$194,551		\$406,125	
Panda Express	702	\$492,799	22.5%	\$1,047,579	27.1%
Quizno's	4,092	\$828,030	63.2%	\$1,672,628	68.5%
Vino Volo Wine Bar	923	\$30,326	-59.7%	\$84,805	-35.4%
Williams & Graham	125	\$38,684		\$63,765	
TOTAL FOOD AND BEVERAGE - CONCOURSE A	31,819	\$5,904,450	50.2%	\$12,444,348	58.8%
FOOD AND BEVERAGE - CONCOURSE B					
Aviator's Club BBQ	4,398	\$427,805	10.8%	\$834,579	12.4%
Cantina Grill	3,204	\$523,422	9.2%	\$1,044,580	14.1%
Caribou Coffee	770	\$214,999	17.2%	\$451,734	23.0%
Chick-Fil-A	1,137	\$593,660	33.0%	\$1,187,692	33.6%
City Pho	2,603	\$272,711	51.8%	\$588,121	67.6%
City Wok	591	\$73,997	477.8%	\$143,349	295.4%
Cru Wine Bar	935	\$208,863	8.1%	\$415,519	12.9%

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Elway's	4,026	\$1,139,665	14.3%	\$2,355,848	18.9%
Etai's Café	1,488	\$505,060	7.6%	\$1,019,978	14.8%
Garbanzo	609	\$334,948	110.2%	\$640,396	110.9%
Heidi's Brooklyn Deli		N/A	-100.0%	\$33,122	-86.6%
Hotch Potch	623	\$91,121		\$187,601	
Jamba Juice	770	\$199,046	48.4%	\$409,596	57.0%
Kabod Coffee		N/A	-100.0%	\$6,535	-92.1%
Lounge 5280	1,540	\$136,399	55.1%	\$265,200	51.0%
McDonald's	1,552	\$717,873	15.6%	\$1,522,343	25.3%
Mod Market	906	\$372,274	-2.4%	\$768,365	2.8%
New Belgium Brewing	3,948	\$859,044	8.2%	\$1,745,028	17.8%
New Belgium Hub	3,001	\$352,973	5.0%	\$706,597	13.7%
Pizza Hut Express/Haagen Daz	1,000	\$302,473	5.5%	\$635,439	10.0%
Pour La France	6,420	\$654,788	11.6%	\$1,300,033	18.2%
Qdoba	2,325	\$324,212	16.0%	\$685,485	23.9%
Que Bueno! Mexican Grille	1,491	\$443,725	25.4%	\$893,558	26.5%
Rocky Mt. Chocolate Factory	817	\$175,007	19.6%	\$335,253	23.7%
Sara Lee Sandwich Shoppe	1,455	\$253,899	46.7%	\$520,568	46.5%
Shake Shack	2,586	\$691,636	86.8%	\$1,385,291	90.3%
SMASH Burgers & Bar	3,749	\$582,847	14.5%	\$1,171,845	24.0%
Snooze	2,984	\$451,437	42.5%	\$880,347	46.1%
Starbucks	1,208	\$297,898	7.6%	\$621,969	17.3%
Steve's Snappin' Dogs	1,446	\$293,227	7.5%	\$585,127	20.6%
Wolfgang Puck	2,450	\$239,376	94.2%	\$468,507	118.4%
TOTAL FOOD AND BEVERAGE - CONCOURSE B	60,030	\$11,734,383	20.7%	\$23,809,607	27.0%

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
FOOD AND BEVERAGE - CONCOURSE C					
Auntie Anne's	256	\$86,652	0.6%	\$174,074	10.7%
Big Bowl/Magic Pan	1,590	\$266,919	-14.3%	\$514,259	-7.4%
Caribou Coffee	603	\$137,609	-21.9%	\$264,994	-20.3%
Coffee Bean & Tea Leaf	582	\$74,203	-24.2%	\$134,012	-26.3%
Coors Silver Bullet	2,931	\$514,197	-16.1%	\$967,577	-18.7%
Dazbog Coffee	639	\$259,047	83.6%	\$534,790	104.2%
Great Divide Brewhouse	3,162	\$537,046	-21.5%	\$975,929	-21.0%
Jamba Juice	639	\$138,993	-2.9%	\$271,438	14.0%
Little Man Ice Cream	165	\$44,588	-22.4%	\$80,989	-18.4%
McDonald's	924	\$873,469	27.1%	\$1,768,998	30.6%
Mod Market	1,666	\$269,307	-19.6%	\$519,698	-17.2%
Root Down	3,979	\$1,135,747	17.5%	\$2,239,426	19.3%
SMASH Burgers & Bar	2,327	\$763,126	72.3%	\$1,578,577	87.3%
Smokin Bear Lodge Smoking Lounge	4,826	\$1,346,963	6.5%	\$2,646,085	16.7%
Starbucks	762	\$326,551	71.7%	\$639,465	53.3%
Superfruit Republic Juice	404	\$151,291		\$151,291	
Tamales by La Casita	1,354	\$401,349	23.7%	\$794,333	23.7%
Tapas Sky Bar	1,100	\$170,534	-22.7%	\$311,309	-21.6%
Temporary Grab & Go	474	\$158,818		\$353,977	
Villa Pizza	711	\$330,277	14.8%	\$669,377	30.6%
Vino Volo Wine Bar	624	\$143,062	79.2%	\$289,332	100.9%
Woody Creek Bakery	1,586	\$524,015	91.1%	\$1,082,559	110.0%
TOTAL FOOD AND BEVERAGE - CONCOURSE C	31,304	\$8,653,763	17.2%	\$16,962,488	22.5%
FOOD AND BEVERAGE - TERMINAL					
Boulder Beer Tap House	1,776	\$229,002	106.6%	\$453,207	106.9%

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Cantina Grill	1,612	\$70,703	124.1%	\$159,100	154.6%
Caribou Coffee	795	\$100,959	43.7%	\$214,045	43.8%
Kabod Coffee	845	\$114,676	3.4%	\$248,556	16.7%
Subway	1,814	\$180,992	30.5%	\$316,994	10.6%
Tom's Urban Kitchen	9,601	\$210,624	-19.7%	\$428,961	-11.2%
TOTAL FOOD AND BEVERAGE - TERMINAL	16,444	\$906,956	25.2%	\$1,820,862	28.9%
FOOD AND BEVERAGE - AIRPORTWIDE					
Roasting Plant	1,321	\$20,921	103.8%	\$45,357	109.8%
TOTAL FOOD AND BEVERAGE - AIRPORTWIDE	1,321	\$20,921	103.8%	\$45,357	109.8%
TOTAL FOOD AND BEVERAGE	140,918	\$27,220,474	25.0%	\$55,082,663	31.6%

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
PASSENGER SERVICES - CONCOURSE A					
Executive Shine	60	\$2,750	2.2%	\$5,960	7.3%
Worldwide Insurance Services	100	\$151,179	35.3%	\$356,806	219.4%
TOTAL PASSENGER SERVICES - CONCOURSE A	160	\$153,929	34.6%	\$362,766	209.4%
PASSENGER SERVICES - CONCOURSE B					
A Massage	900	\$36,746	-17.8%	\$75,379	-15.2%
Executive Shine	220	\$13,820	-0.9%	\$28,800	11.5%
Worldwide Insurance Services	277	\$355,108	46.0%	\$673,687	51.4%
TOTAL PASSENGER SERVICES - CONCOURSE B	1,397	\$405,673	34.4%	\$777,867	39.0%
PASSENGER SERVICES - CONCOURSE C					
Centurion Lounge	15,779	\$164,710	910.5%	\$190,510	518.5%
Executive Shine	30	\$2,690	-23.4%	\$5,375	-11.3%
TOTAL PASSENGER SERVICES - CONCOURSE C	15,809	\$167,400	745.0%	\$195,885	431.4%
PASSENGER SERVICES - TERMINAL					
Public Service Credit Union-Branch	518	\$27,818	184.7%	\$57,616	118.4%
Worldwide Insurance Services	404	\$58,956	364.9%	\$116,970	822.3%
TOTAL PASSENGER SERVICES - TERMINAL	922	\$86,774	286.4%	\$174,586	346.9%
TOTAL PASSENGER SERVICES	18,289	\$813,776	77.5%	\$1,511,103	100.7%

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
RETAIL - CONCOURSE A					
Flight Stop	1,917	\$678,317	32.5%	\$1,542,852	38.0%
Greetings From Colorado	946	\$190,212	-24.6%	\$411,672	-16.3%
High Lands Mercantile	1,135	\$199,260		\$431,538	
Hudson News	955	\$216,657	-38.5%	\$584,755	-19.9%
Peak News & Gifts	1,058	\$246,849	-31.3%	\$507,932	-28.6%
Provenzano Resources, Inc.	666	\$275,864	-27.3%	\$571,409	-25.5%
Spirit of the Red Horse	1,342	\$49,199	-20.6%	\$102,978	-6.9%
Sunglass Hut	955	\$66,032	-3.1%	\$130,703	4.2%
Tattered Cover Bookstore	1,209	\$108,143	9.5%	\$218,512	10.5%
TOTAL RETAIL - CONCOURSE A	10,183	\$2,030,535	-2.6%	\$4,502,350	5.9%
RETAIL - CONCOURSE B					
Connections Newsstand	342	\$34,252	-46.8%	\$83,871	-33.3%
Earth Spirit	644	\$41,521	18.3%	\$78,771	19.9%
Express Market	1,276	\$485,668	5.2%	\$989,212	10.6%
Hudson News	1,827	\$869,732	24.2%	\$1,741,529	26.9%
InMotion Entertainment	383	\$215,465	2.3%	\$454,784	10.6%
Johnston & Murphy	822	\$132,962	41.6%	\$295,080	68.9%
Kazoo Toys	1,631	\$70,688	13.2%	\$137,321	20.6%
Larimer Street Market	1,270	\$271,038	18.6%	\$619,598	35.9%
MAC	796	\$88,862	79.7%	\$166,922	69.3%
Misura, Crislu, Tumi	2,724	\$155,111	92.9%	\$317,279	97.4%
Mosaic Gallery	1,360	\$41,481	-33.8%	\$104,916	-9.2%
Peak News & Gifts	1,280	\$285,798	0.5%	\$566,237	2.4%
Provenzano Resources, Inc.	4,057	\$1,084,253	71.1%	\$2,124,953	82.5%
Sky Market	2,914	\$846,129	84.6%	\$1,725,848	89.4%

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Sunglass Hut	898	\$77,987	23.3%	\$145,169	16.7%
Tattered Cover Bookstore	1,011	\$130,105	1.2%	\$253,045	3.8%
TOTAL RETAIL - CONCOURSE B	23,233	\$4,831,053	33.5%	\$9,804,535	40.4%
RETAIL - CONCOURSE C					
Arts District Market	680	\$170,710	21.5%	\$326,742	3.5%
CNBC	385	\$98,655	-45.6%	\$182,192	-47.6%
Esavvy	536	\$67,944	-9.9%	\$129,565	-7.4%
Hudson News	649	\$449,751	51.1%	\$944,943	71.3%
Kiehls/Urban Decay	1,391	\$37,728	7.9%	\$68,281	1.0%
No Boundaries	385	\$42,059	-21.9%	\$81,576	-19.7%
Out West	1,054	\$187,693	18.6%	\$352,327	13.2%
Peak News & Gifts	981	\$255,536	-27.0%	\$493,763	-27.5%
Provenzano Resources, Inc.	3,164	\$601,699	26.6%	\$1,213,230	35.9%
Say Si Bon	1,885	\$229,451	-26.7%	\$442,413	-23.9%
Sky Market	837	\$480,793		\$911,441	
Sunglass Hut	1,015	\$132,327	31.2%	\$236,418	38.2%
Tattered Cover Bookstore	919	\$108,758	-1.1%	\$210,670	0.9%
The Body Shop	1,193	\$80,983	-5.3%	\$163,567	6.5%
TOTAL RETAIL - CONCOURSE C	15,073	\$2,944,086	23.9%	\$5,757,129	27.3%
RETAIL - TERMINAL					
Hudson News	906	\$166,113	64.4%	\$335,822	72.8%
Provenzano Resources, Inc.	68	\$60,288	-15.3%	\$117,372	4.1%
TOTAL RETAIL - TERMINAL	974	\$226,401	31.4%	\$453,193	47.6%

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
RETAIL - AIRPORTWIDE					
Provenzano Resources, Inc.		N/A		\$0	
TOTAL RETAIL - AIRPORTWIDE				\$0	
TOTAL RETAIL	49,463	\$10,032,074	21.6%	\$20,517,207	27.7%

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
AIRPORTWIDE SERVICES - TERMINAL					
CheckPoint Mailers	25	\$5,359	-45.5%	\$12,919	-27.1%
Compass Group USA Inc. dba Canteen Vending Servic		\$71,750	-20.8%	\$155,401	-8.2%
Public Service Credit Union-ATMs	1	\$33,244	-4.5%	\$68,361	3.0%
Smarte Carte, Inc.		\$110,677	12.7%	\$219,071	-2.4%
TOTAL AIRPORTWIDE SERVICES - TERMINAL	26	\$221,030	-5.3%	\$455,753	-4.6%
AIRPORTWIDE SERVICES - AIRPORTWIDE					
Canteen Vending Services		\$102,718	12.7%	\$217,593	19.1%
Clear Channel Ads	1	\$939,100	-6.9%	\$1,929,886	-13.2%
Conoco - Retail	210,772	\$825,535	26.1%	\$1,686,532	28.3%
Paradise 4 Paws	35,000	\$129,031	4.6%	\$266,805	18.6%
TOTAL AIRPORTWIDE SERVICES - AIRPORTWIDE	245,773	\$1,996,385	6.3%	\$4,100,816	3.9%
TOTAL AIRPORTWIDE SERVICES	245,799	\$2,217,415	5.0%	\$4,556,569	3.0%
GRAND TOTAL	459,237	\$40,519,100	23.6%	\$82,159,691	29.4%

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